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FERDINAND FOCH
Marshal of France

Drawn from sketches made from
life and from photographs

Third National Convention

Kansas City, Mo., October 31. November 1 and 2

I Am the Coupon!

Thousands have given me the o.o. and passed me up like cold coffee handed out by a k.p. in the rain.

I have been in rough parties. I have been

crumpled up and tossed aside like a pair of freckled ivories from the hands of a poor loser. I have been looked at, and heard the word "nix." I have been carried in pockets for days only to be dumped into a street ash can. I have been laughed at, sneered at. I have been

misunderstood—misplaced. I have been pigeonholed, left to rot and rust away in basements.

But—

With odds a hundred to one against me, I have made good. I have proved reader-interest to manufacturers. I have proved to advertising agents that those who get the WEEKLY read it. I have sold advertising.

Look me over and think me over. Clip me. Make me a live one. Keep me hopping through the mails. Keep me before advertisers. Plaster optimism on me.

Get me to the Advertising Department of our WEEKLY.

If you pass me now, I'll come back. The bigger they are, the harder they fall, so the saying goes, and I am small.

Sign me, Buddy!

I am big-league material. I have proved sales results. I am making you a better magazine. Sound taps over me and I exit to the paper junk man and another vat.

The Advertising Manager, 627 West 43rd St., New York City

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Why Some People Are Never At Ease Among Strangers

PEOPLE of culture can be recognized at once. They are calm, well-poised. They have a certain dignity about them, a certain calm assurance which makes people respect them. It is because they know exactly what to do and say on every occasion that they are able to mingle with the most highly cultivated people and yet be entirely at ease.

But there are some people who are never at ease among strangers. Because they do not know the right thing to do at the right time, they are awkward, self-conscious. They are afraid to accept invitations because they do not know what to wear, how to acknowledge introductions, how to make people like them. They are timid in the presence of celebrated people because they do not know when to rise and when to remain seated, when to speak and when to remain silent, when to offer one's chair and when not to. They are always uncomfortable and embarrassed when they are in the company of cultured men and women.

It is only by knowing definitely, without the slightest doubt, what to do, say, write and wear on all occasions under all conditions, that one is able to be dignified, charming and well-poised at all times.

How Etiquette Gives Charm and Poise

Etiquette means good manners. It means knowing what to do at the right time, what to say at the right time. It consists of certain important little laws of good conduct that have been adopted by the best circles in Europe and America and which serve as a barrier to keep the uncultured and ill-bred out of the circles where they would be uncomfortable and embarrassed.

People with good manners, therefore, are people whose poise and dignity impress you immediately with a certain awe, a certain respect. Etiquette makes them graceful, confident. It enables them to mingle with the most cultured people and be perfectly at ease. It takes away their self-consciousness, their timidity. By knowing what is expected of them, what is the correct thing to do and say they become calm, dignified and well-poised—and they are welcomed and admired in the highest circles of business and society.

Here's the Way People Judge Us

Let us pretend that we are in the drawing room and the hostess is serving tea. Numerous little questions of conduct confront us. If we know what to do we are happy, at ease. But if we do not know the correct and cultured thing to do, we are ill at ease. We know we

are betraying ourselves. We know that those who are with us can tell immediately, simply by watching us and talking to us, if we are not cultured.

For instance, one must know how to eat cake correctly. Should it be taken up in the fingers or eaten with a fork? Should the napkin be entirely unfolded or should the center crease be allowed to remain? May lump sugar be taken up with the fingers?

There are other problems, too—many of them. Should the man rise when he accepts a cup of tea from the hostess? Should he thank her? Who should be served first? What should the guest do with the cup when he or she has finished the tea? Is it good form to accept a second cup? What is the secret of creating conversation and making people find you pleasant and agreeable?

It is so easy to commit embarrassing blunders, so easy to do what is wrong. But etiquette tells us just what is expected of us and guards us from all humiliation and discomfort.

Etiquette in Public

Here are some questions which will help you find out just how much you know about the etiquette that must be observed among strangers. See how many of them you can answer:

When a man and woman enter the theatre together, who walks first down the aisle? When the usher points out the seats, does the man enter first or the woman? May a man leave a woman alone during intermission?

There is nothing that so quickly reveals one's true station and breeding than awkward, poor manners at the table. Should the knife be held in the left hand or the right? Should olives be eaten with the finger or with a fork? How is lettuce eaten? What is the correct and cultured way to eat corn on the cob? Are the finger-tips of both hands placed into the finger-bowl at once, or just once at a time?

When a man walks in the street with two women does he walk between them or next to the curb? Who enters the street car first, the man or the woman? When does a man tip his hat? On what occasions is it considered bad form for him to pay a woman's fare? May a man on any occasion hold a woman's arm when they are walking together?

Some people learn all about etiquette and correct conduct by associating with cultured people and learning what to do and say at the expense of many embarrassing blunders. But most people are now learning quickly and easily through the famous Book of Etiquette—a splendid, carefully compiled, authentic guide towards correct manners on all occasions.

The Book of Etiquette

The Book of Etiquette makes it possible for you to do, say, write and wear what is absolutely correct and in accord with the best form



Many embarrassing blunders can be made in the public restaurant. Should the young lady in the picture pick up the fork or leave it for the waiter to attend to? Or should one of the men pick it up?

on every occasion—whether you are to be bridesmaid at a wedding or usher at a friend's private theatre party. It covers everyday etiquette in all its phases. There are chapters on the etiquette of engagements, weddings, dances, parties and all social entertainments. There are interesting chapters on correspondence, invitations, calls and calling cards. New chapters on the etiquette in foreign countries have been added, and there are many—helpful hints to the man or woman who travels.

With the Book of Etiquette to refer to there can be no mistakes, no embarrassment. One knows exactly what is correct and what is incorrect. And by knowing so definitely that one is perfect in the art of etiquette, a confident poise is developed which enables one to appear in the most elaborate drawing-room, among the most brilliant and highly cultured people without feeling the least bit ill at ease.

Send No Money

To enable everyone, everywhere, to examine the famous Book of Etiquette without obligation, we make this special offer to send the complete two-volume set free for 5 days to anyone requesting it. Entirely free—no money in advance. All that is necessary is your name and address on the coupon below and the Book of Etiquette will be sent to you at once at our expense. You have the privilege of examining it, reading it, and deciding for yourself whether or not you want to keep it.

Send for the Book of Etiquette today. Read some of the interesting chapters. Surprise your friends and acquaintances with your knowledge of what to do, say, write and wear on all occasions. And when you have been fully convinced that etiquette widens your circle of friends, makes you admired and respected, increases your knowledge of society and its requirements, gives you poise, self-confidence and charm—keep the set and send us \$3.50 in full payment. But if you are not utterly delighted after the 5-day free trial, simply return books and you won't be out a cent.

The Book of Etiquette is published in handsome cloth binding decorated in gold. Send for your set today. Just the coupon, remember—no money. But get your coupon off NOW. Nelson Doubleday, Inc., Dept. 3610, Oyster Bay, N. Y.

NELSON DOUBLEDAY, Inc.
Dept. 3610, Oyster Bay, New York

Without money in advance, or obligation on my part, send me the Two Volume set of the Book of Etiquette. Within 5 days I will either return the books or send you \$3.50 in full payment. It is understood that I am not obliged to keep the books if I am not delighted with them.

Name.....
(Please write plainly)

Address.....

☐ Check this square if you want these books with the beautiful full leather binding at \$5.00, with 5 days' examination privilege.



Prices on
STETSON HATS
for FALL
averaging

25% lower
than last year

SAY "hat" to the young man—and instantly his brain says "Stetson."

Look at the Stetsons in dealers' windows all over town—and you'll see *why*.

They have the *style*. Not merely the current fashion, but the *kick* and *snap* that you find *only* in a thoroughbred.

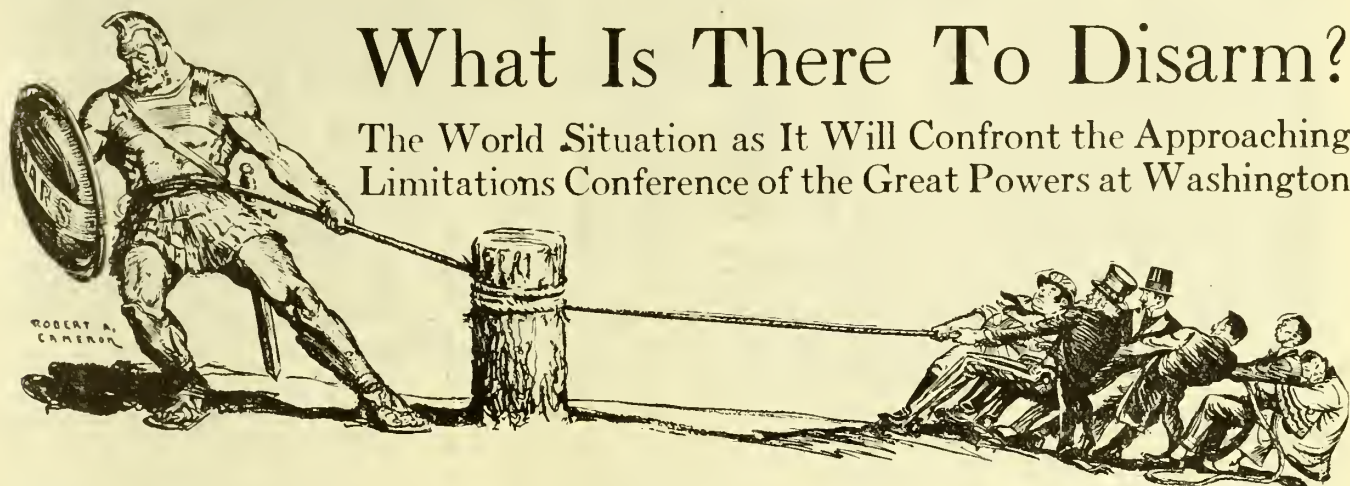
They have the *quality*. Grade for grade, Stetson Hats are *finer today than ever*.

You'll meet a good many Stetson wearers in the Big Hall at Kansas City.

Get ready to meet them on *even terms*. Go to your Stetson dealer. Select your Stetson Soft Hat or Derby—whichever you prefer.

JOHN B. STETSON COMPANY, Philadelphia

STETSON HATS



What Is There To Disarm?

The World Situation as It Will Confront the Approaching
Limitations Conference of the Great Powers at Washington

IN the projected international conference on the Far East and the limitation of armaments, in which the United States, Great Britain, France, Italy, Japan and China are to take part, three main objectives appear. They are:

First: To arrive at a better international understanding.

Second: To make war less probable.

Third: To reduce the burden of taxation.

We may assume that the first is certain of attainment, since five of the nations concerned are those whose representatives at Versailles formed the famous Council of Five, and the sixth is that nation the settlement of whose affairs caused the greatest dissatisfaction. In brief the ground has already been covered, the causes of misunderstanding are known, the way to a clearer understanding has been prepared.

As to the second objective, there are those who entertain grave doubts, except as it may be attained as a by-product of the first. Weakness has never made combat improbable. Two babies will struggle for the possession of a toy. And while weakness appeals to the protective instinct of the strong, generous man, it appeals with equal force to the predatory instincts of the thug.

The third objective—the reduction of the burden of taxation for armament—is vitally important. But it is an exceedingly involved problem. Prior to the World War it was customary to represent military strength graphically by pictures of soldiers, the size of the figures indicating the supposed effective strength. This appealed to the eye and gave an impression as false as it was lasting. We all remember the enormous Russian figure in these drawings; we all know now how helpless that army was against a fraction of the smaller German force.

Military strength does not depend so much upon the standing army as upon the system of mobilization, the number of trained reserves, and the munitions

in storage. And there is also the navy which, in its relation to the army in military strength, is dependent upon the *intention* of the nation. For example, a strong navy combined with a strong army forms a powerful *aggressive* combination; a strong navy with a small army is powerful only for defense against overseas enemies; a strong army with a weak navy is effective for either the offensive or the defensive, but only against neighbors whose land frontiers touch upon the country. With these basic facts (and they are incontrovertible truths) in mind, let us examine the military organizations of the conferees, omitting China, which has no navy, practically no army, and no reserves of munitions.

As far as can be ascertained from figures open to the public, standing armies are being maintained as follows:

France: 700,000, plus small native colonial forces.

Great Britain: 550,000, exclusive of dominion and colonial native contingents.

Italy: 350,000.

Japan: 350,000.

United States: 163,000.

All these nations except the last are maintaining armies larger than normal. The first four want to reduce their forces as soon as conditions permit. The United States has already reduced her army to about one-half authorized peace strength. All excepting Japan have still available many veterans of the World War. A close estimate of these would be 5,000,000 for France, 3,000,000 for Great Britain (which number may be increased to 5,000,000 if the dominions and colonies, including India's 1,200,000 native veterans, are considered), Italy 3,000,000 and the United States 2,500,000. But—and here we come to the parting of the ways—France and Italy have systems of compulsory training that replace each year the veterans who become unavailable with young soldiers, while the United States and Great Britain (except for Australia and New Zealand) have no such means of replacement. And even in France and Italy the thoroughness of the system differs—in France we have a complete application, in Italy it is only partially enforced. Japan has a universal compulsory service law but, as in the case of Italy, it is not uniformly applied.

In a very few years, therefore, we may expect to see the order of military strength, as judged by standing armies and available trained reserves, change in order from France, Great Britain, Italy, United States, Japan, to France, Italy, Japan, Great Britain, United States.

China's efforts to organize a modern army, initiated by Yuan Shi Kai, have had poor success. Especially since his downfall, the control of the central government over the national army has become ineffective. The provincial governors practically control. The result is that while there are between one and two million men nominally in military service, the state of discipline, organization and training varies so greatly as to produce no force that could be used effectively under modern war conditions. It is necessary also

Where the World Stands

THE writer of the accompanying article is a military authority of national reputation who for obvious reasons prefers to remain anonymous. In it he presents the actual armed status of the great powers whose representatives are to make up the coming conference at Washington on the limitation of armaments and the problems of the Pacific. The reader of this article will become acquainted with the identical data which the conferees will have before them in considering the question, "What is the present world armament situation? What is there to disarm?"

that the system of mobilization for war should be considered. The trained reserves of France are organized into units; those of Italy are organized to a lesser degree, those of Japan still less; the organization of the United States veterans is only beginning, while Great Britain has reverted to her pre-war plans entirely. Hence the French, who can now put an organized army of 5,000,000 on a war footing in from two to three weeks, will be able to do the same five years from today. Italy is organized to make an effort only about one half as great. Japan's organized war expansion is 600,000; she has in addition 2,000,000 trained reservists available to form new organizations, an operation that requires some time, and untrained or partially trained reserves to the number of 3,500,000.

For immediate effort the United States is dependent upon her Regular Army of 163,000 and her militia of 121,000, with 450,000 as an objective. In her new defense law, however, the skeleton of additional forces to the number of 1,500,000 is provided. This should greatly expedite the mobilization of a formidable force and gives her a material advantage over Great Britain, but leaves her still far behind the others.

The munitions question is as important as that of personnel—in fact, it takes much longer to produce some important classes of munitions than it does to enroll and train soldiers. A small force,

well munitioned, can defeat a much larger force poorly equipped, as again witness Germany and Russia. So far as can be judged from conditions at the close of the war, the countries stood in respect of reserves of munitions in the following order: France, Great Britain, United States, Italy, Japan. We have been disposing of much of ours—have the others done the same? And which of us are going to maintain the munition reserves?

In this question lies also an important consideration in reducing expense. For a single shot from a three-inch gun

costs approximately the monthly pay of a private soldier, while the money expended in firing one shot from a sixteen-inch gun will pay, clothe and feed that same soldier for a year. Let us not therefore deceive ourselves either as to military strength or as to expense. France could reduce her standing army almost to the vanishing point, but if she maintained universal training and her munition reserves she would still be the most powerful military nation—and incidentally the financial relief to her people would be small.

Turning now to the navies of the powers to be represented at the approaching conference, it is necessary to explain the true meaning of the terms descriptive of warships as given in the accompanying table.

The super-dreadnought is a heavily armored, "all big gun" type ship carrying a main battery of guns of 13.5 to 16-inch caliber.

The super-battle cruiser corresponds to the super-dreadnought, but gains speed and cruising radius by lightening the armor.

The super-light cruiser continues the great armament, but still further reduces the armor protection.

The dreadnought is similar to the super-dreadnought, but has guns of only 12-inch caliber.

The pre-dreadnought is a heavily armored battleship but has a mixed-caliber main battery. Great Britain has

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Navies of the Great Powers

Figures in brackets show vessels of important classes under construction.

	Great Britain	United States	Japan	France	Italy
Super-dreadnoughts	22	12 ⁽⁹⁾	6 ⁽²⁾	7	0
Dreadnoughts	6	8	1	4	5
Super-battle cruisers	6	0 ⁽⁴⁾	4	0	0
Battle cruisers.....	2	0	3	0	0
Pre-dreadnoughts	?	19	12	7	4
Armored cruisers	?	8	12	15	5
Super-light cruisers.....	2	0	0	0	0
Light cruisers.....	76	21	13	13	20
Destroyers.....	170	250 ⁽⁶⁰⁾	99 ⁽¹¹⁾	83 ⁽⁷⁾	59
Flotilla leaders.....	22	0	0	0	8 ⁽³⁾
Submarines	98	110	64	49	50
Air craft carriers.....	4	0	0	0	0

The Observance of Armistice Day

AT the eleventh hour of the mist-hung morning of the eleventh day of the eleventh month of 1918, an entire world threw off the spell of war and stood upright in a new age. It was as if another Easter had come.

Three years have passed since runners dashed across the battlefields of France and carried to farthest outposts the order to cease firing. And now, on the eve of November 11th of 1921, the nations are going back to the spirit of November 11th, 1918.

To America, as to the whole world, Armistice Day will hereafter be essentially a day of rejoicing, but this year a note of solemnity dominates the harmony of our joy in peace. Our duty to our dead, that they may receive part of their meed of honor, will be discharged to the best of our ability in the burial of an unknown American soldier—representative of all unidentified American dead of the World War—whose body is being brought from a battlefield of France to rest at last in the central amphitheatre of the Arlington National Cemetery.

At the instant the body is being lowered, the nation, by proclamation of President Harding, will stand in silent prayer for two minutes—from 12 o'clock noon until 12:02.

The burial of the unknown soldier will be part of an elaborate ceremony reflected all over the country. Repre-

sentatives of every department of The American Legion, Congressional Medal of Honor men, high dignitaries of Congress and of the cabinet, will march bareheaded by the casket of the one body to which honor will be done in the name of many. With them will go high officers of other nations, representatives at the great congress of nations on the limitation of armaments, ambassadors and ministers. The whole world will do honor to America's dead.

For that reason, Legionnaires everywhere will find at least part of the day already planned for them. In New York, Chicago and San Francisco, they will hear, through long distance telephone connected with giant amplifiers, President Harding's address from Arlington. The Legion already is preparing to assemble giant crowds for the moment of reverence and the period of eulogy.

The Legion programs for the observance of Armistice Day will be guided everywhere by the solemnity of the occasion at Washington, but everywhere, too, Legionnaires will impress upon America that the day is to them fraught with the highest memories of the living. Facilitated by laws in more than a score of States making November 11th a legal holiday, Legion posts will not permit interest to lag in their communities.

What the Legion does this year will

establish precedents for the observances of future years. Armistice Day must assume a definite character to the community at large. Memorial Day is now observed by rule of established custom. The American Legion will standardize in like manner the observance of Armistice Day. Honor to the dead of the World War will always hold a conspicuous place in the rituals to be evolved. The custom of firing minute guns at sunrise, to be established this year, probably will survive at Army and Navy posts and stations.

Governors of States, acquainted with the aspirations of veterans of the World War, are in many cases to issue proclamations setting forth reasons for the observance of the day and requesting that business activities be suspended for at least part of the day. This, in States where the holiday has not yet been established, is the least that can be done by the people at large. Mayors as well as governors may further proper observance in similar manner. To insure their co-operation, Legionnaires may wait upon elected officials to remind them of duties yet unfulfilled. Representation by the Legion and other civic and patriotic societies on Armistice Day committees will be sought.

A post commander in Ohio says, "It's up to us to make the people want to celebrate Armistice Day." That's the

(Continued on page 15)

"Say, Sailor, Have You Seen My Seabag?"



They know the toddle as well as the turkshead in the Navy now

By John R. Cox

WHAT of the United States Navy of today? What changes would the wartime sailor find if he were to come back? Is it a better or a worse place than when he left the outfit?

Unquestionably, the wartime gob would find a greatly improved Navy—he would find "homes" where once he found "madhouses." In the newer ships he would look in vain for the time-honored sea-bag, which has been replaced by a roomy locker. That unwieldy concomitant of the seabag, the well-known ditty box, is now a locked compartment, a convenient place for the safekeeping of his valuables. By an ingenious contrivance a shelf of this locker drops down into place, to serve as a miniature desk, taking the place of the top of the ditty box, which the sailor has been compelled to use ever since his forebears learned to write.

What would you think of a soda fountain installed on board a battleship? Yet the Nevada has still further added to her fame as a cheer-up ship by opening a real, up-to-date soda fountain, where any flavor desired will be served.

The new battle-wagon is much less crowded, and the discomforts attendant on war conditions have been eliminated. About the biggest step forward has been the assignment in the newer ships of a commodious compartment, known as the crew's room, which is devoted exclusively to the comfort and recreation of the men. Here the gob may write home or read the latest book from the library. Best of all, here he can receive and entertain his guests, more especially his feminine relatives and friends; and for the first time in the annals of navies a bluejacket now has a suitable manner of receiving his wife,

mother or sweetheart without embarrassment either to himself or to his guests. These clublike compartments are attractively furnished, and equipped with pianos and phonographs and a plentiful supply of dance records.

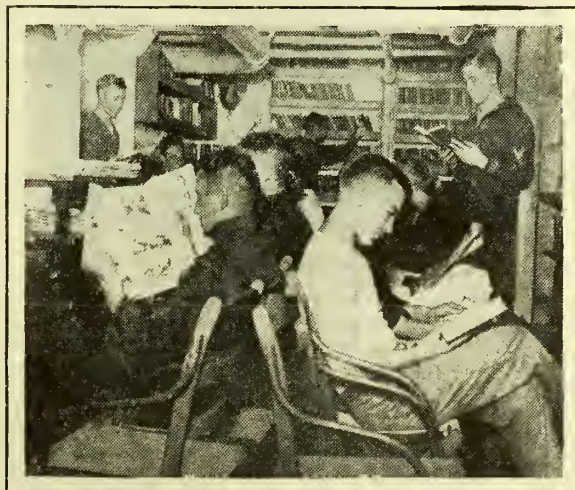
The ships' library is now something more than a book magazine. For years Uncle Sam has been generous in his reading material, but because of the restrictions which hedged them about, the books might as well have been stowed in the equipment building at the Brooklyn Navy Yard. Nowadays, the libraries are actually visible, and it is made the duty of an officer or a petty officer to unlock the racks at convenient hours. Moreover, the men are encouraged to patronize the libraries. Reviews of new books are prepared at intervals by the library division and issued through the medium of the enlisted men's magazines, calling particular attention to professional and text books which will aid ambitious men

about to be examined for new ratings.

Substantial improvements have been made in the modern ships in their heating and ventilating systems; and most erstwhile members of black gangs coming back now would find working conditions comfortable beyond the wildest dreams of war days. The rapid transition from coal to oil has made stoking almost a pleasure. The work is of course less arduous in the fire-room, and on deck, too, because the ship is more easily kept clean. Think of a ship with electric toasters and percolators. Think of a mechanical cow which supplies fresh milk, of vacuum cleaners, electric sewing machines, up-to-date laundries, elevators, and a hundred other things which we might mention if we could think of them all, which the ships now have. Even the ancient art of scrubbing clothes is unknown except in the older craft and in the converted vessels. The fleet hospital ship insures to every man-jack the best hospital treatment if he should be injured or stricken with serious illness while at sea.

An order issued by Admiral Wilson last year while he was in command of the Atlantic Fleet, of apparently small consequence to the landsman, in reality shattered one of the rules of the Navy which have come down to us from the Phoenicians. It changed the hours of reveille and taps, which from the earliest days of sailing vessels sounded respectively at five a.m. and nine p.m. There is no occasion, with a steam- and electric-propelled ship, to rout the men out at five o'clock, any more than to enforce pipe-down at nine, which in mid-summer is little later than sundown in many parts of the world. This ancient custom died hard, but it yielded under the strong will of the

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Pick a book from this ship's library and it probably won't be the B. J. M.

The Rural Road to a Career—III

Some Profitable Specialties—The Development of Irrigation—The Business Side of Farming—What the Farmer Must Know

By Floyd W. Parsons

THE value of specialties in farming was touched upon in a previous article, but their possibilities are limitless. For instance, hardly one farmer in ten has ever given any thought to nut culture, either as a sideline or as a full-time enterprise. A good-sized pecan, almond, hazelnut or English walnut grove means independence, and all of these can be successfully grown in our climate. The purchase of a mature grove of nut-bearing trees is beyond the means of the average would-be farmer; however, the beginner needs only a comparatively small expenditure of time and money to get a young grove started. The statement that it requires from ten to fifteen years for a pecan grove to reach the height of its productivity may sound rather discouraging, but it must be considered that by waiting \$5,000 to \$15,000 is added to the value of the farm—a worth while accomplishment.

Goat-raising is an important industry in the countries of the Old World, but here in the United States the goat has always been an animal of more or less ridicule. The weakest spot in our shoe and leather industry is our dependence upon the outside world for goatskins. Citizens of the United States have never attempted to acquire an appetite for goat meat and milk, so our goat population is limited in extent. An average goat will supply sufficient milk for one family and can be kept where it would be impossible to keep a cow. Perhaps one reason we have no goat industry is because these animals cannot be herded like sheep and cattle. They are capricious and will not graze peacefully in one spot like sheep or cows. If something attracts its attention a goat will immediately go and have a look at the new object, even though it may be only a leaf or a piece of paper. Furthermore, the goat's young at birth are not protected with wool as are our young lambs, so if goats were allowed to graze on a large Western range, many of the young animals would be frozen soon after birth.

The skin of a goat is quite different from the skin of a sheep. This is due to the fact that one is a hair and the other a wool animal. Due to the difference in the size of the hair and wool cells in the skin the two materials make a different grade of leather. The colder the climate the coarser the hair and the more durable the skin.

Experiments in grazing goats over old burned forest areas in California have proved successful. The grazing capacity of one brush area is one acre a head a year. The Government's charge for a grazing fee is \$1 a head. Several of the goat owners are making money operating cheese factories in the neighborhood of the Government's grazing ranges. The young kids must be taught to eat the brush by feeding them a little cut brush every day before they

are turned out on the range. The narrow trails made by the goats serve as an aid in the prevention and control of forest fires. Without doubt the goat industry is only in its infancy in America, and if properly handled will prove a profitable and interesting business.

Some of the greatest opportunities in farming in the United States to-day lie in the development and cultivation of our irrigated desert lands. It costs about \$100 an acre to complete an irrigation project, and last year in several districts the irrigated land produced a gross revenue of \$160 an acre. In a

vesting to be done at the right time and without extra cost or damage due to adverse weather.

In the desert regions there is no wetting of plants at wrong periods of development. Since it is possible in such a case to apply irrigation water at exactly the time when it is most effective, we may say in truth that under such a condition there is 100 percent control of the rainfall. Federal figures show that irrigated lands produce twice as much as non-irrigated lands. In 1919 the average value of farm products in Middle Western States was \$32 an acre, while during the same year our irrigated lands produced better than \$65 an acre.

In many irrigated districts 1,000 linear feet of props an acre are needed to hold up the heavily-laden limbs of the fruit trees. The common plan in these districts is to plant fifty apple trees to the acre, with the same number of fillers; 100 pear trees are planted an acre and 120 peach or prune trees. It costs about \$100 an acre to develop an orchard from raw land to the bearing period. A conservative estimate of profits in an irrigated district is \$250 an acre a year, though some orchards have shown profits of \$1,000 an acre in one year. The farmers out West learned early in the game that cold air, like water, flows downhill, and they planned their developments accordingly. As a result there are but few failures in their fruit crops.

One thing noticeable is that the farmers of the West in the fruit areas go in extensively for bee culture. Not only do the bees form an excellent side proposition for the farmers, providing them with a material profit from the sale of honey, but they are also great benefactors to the owners of orchards in pollenizing the blossoms of the fruit trees. Last year the farmers of one irrigated district in Washington sold 750,000 pounds of honey at an average of seventeen cents a pound, and 100,000 pounds of beeswax at about thirty-five cents a pound. A good farm in an irrigated section will produce from sixty to one hundred bushels of corn an acre; from five to twenty tons of potatoes; from eight to twelve tons of alfalfa; and yearly crops of strawberries averaging \$300 an acre.

The State of Washington in a recent year shipped 19,000 carloads of apples, averaging 750 boxes to the car, and other Western States each year make an equally good showing. The State of Oregon is not nearly so large in population as a half dozen other Western States, but it has a greater area than New York and Pennsylvania combined, although these two latter States have a population of more than 18,000,000 while Oregon has less than 1,000,000 inhabitants. If Oregon were as thickly populated as Belgium, it

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The Next Issue of

**The AMERICAN
LEGION Weekly**

will be the

**THIRD ANNUAL
PRE-CONVENTION
NUMBER**

and will contain a summary
of the activities of the
organization
during the past year

number of instances one year of maximum yield has produced a total of wealth equal to the actual cost of the entire irrigation system. The total irrigation work so far accomplished in this country has provided homes and farms for approximately 400,000 families, or for about 1,750,000 people. When Uncle Sam first took up irrigation, the average value of the desert lands did not exceed \$10 an acre. Irrigation has added \$200 an acre to the lands that have been watered. The total cost of all the irrigation work so far done in the United States has been about one and one-third billion dollars, which expenditure has added something like two and five-sixths billions of dollars to the land value of the country.

The irrigated, arid areas in the West are producing crops greatly in excess of those grown in humid regions. The lands that were once a desert average from 250 to 300 days of sunshine each year. The soil generally consists of a volcanic ash rich in the minerals which most crops require. Even as far north as central Washington the growing season averages seven months, of which six months are frost-free. In most regions the rainfall averages only from six to ten inches, and does not come during the growing season. The dry air and absence of storms enable har-

How to Aid the Unemployed Veteran

AFTER sending out questionnaires to the approximately 11,000 posts of The American Legion, a special Legion national committee on unemployment appointed by National Commander Emery has reported that the number of former soldiers and sailors now without work is larger than earlier estimates had indicated. Meeting at Indianapolis in the last week of September, the Committee announced its belief that 900,000 ex-service men in the United States are now without jobs. One month ago THE AMERICAN LEGION WEEKLY estimated the number to be from 600,000 to 700,000, basing this earlier estimate on reports received from department commanders in many sections of the country.

The Legion committee reported specifically that 21.5 percent of all ex-service men are now out of employment, that the decrease in wages from war times has amounted to 32.5 percent and that the decrease in the average living cost since the peak of war time high prices has been 20.7 percent.

The committee urged that the Legion concentrate its efforts on job-getting and prepared a list of recommendations for the guidance of departments and posts in combatting the unemployment problem. These recommendations are being sent to all posts and departments in the country. The committee's full report follows:

September 31, 1921.

To the Post Commander:

"The National Committee on Unemployment makes the following report and recommendations for your guidance, the Legion having been committed to the handling of this problem as far as it touches service men.

"The American Legion regards the present unemployment as one of its special problems. It is the service man upon whom the present situation falls the hardest. In many cases the service man is frequently the last employed and, therefore, the first laid off when work is slack. It is estimated that there are in the country today approximately 900,000 service men out of employment. The service man did not have the opportunity to save money during the high wage period of the war and, therefore, lacks a reserve fund against the present unemployment.

"It is a very gratifying fact that departments and posts of the Legion and units of the Women's Auxiliary of the Legion throughout the country have already taken steps to aid the unemployed service men. The committee believes that if the facts are placed before the country, it will see that each service man gets food and shelter for



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Boston tells the world

To the Public

Hire the soldier. He may have been restless at one time but he is steady now.

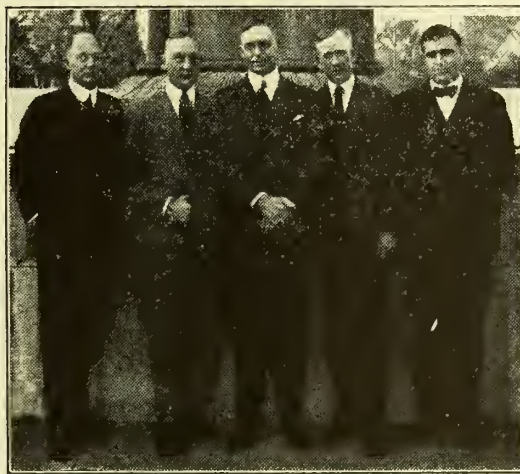
To Municipalities

Start now public works which you may have planned to put off until spring.

To the Soldier

Don't float around—tie yourself down to a community and stick to your job when you get one.

(Recommendations of the Legion's National Unemployment Committee)



Copyright Gravelle Pictorial News Service, Indianapolis, Ind.

The Legion's National Unemployment Committee—left to right, Roy Hoffman of Oklahoma, chairman; Gilbert Bettman of Ohio; National Commander Emery; William R. McCauley of Illinois; National Adjutant Bolles

of Americans, the haunting specter of unemployment. Many a man who went on short rations in battle is again going on short rations.

"Many a man who went in the torn garments of warfare is now going in the torn garments of peaceful hard times.

"Many a man who slept on the French battlefields is sleeping in the open of American parks and country roads, going from place to place, seeking work.

"It appears from The American Legion questionnaires, approximately 11,000 having been sent out to the posts throughout the country, that the following facts pertain with regard to unemployment among service men: 21.5 percent of all service men are now out of employment; the decrease in wages from war times has amounted to 32.5 percent; the average living cost during the same period has decreased 20.7 percent; there are now, conservatively estimated, 900,000 service men out of employment, a great many of whom are in distress.

"It also appears that while many posts and departments, coöperating with welfare workers in their various communities, have initiated such steps as are bringing relief in some instances entirely adequate, yet there is no general plan, and this committee feels it is the duty of The American Legion, next to its care of the disabled, to provide work in order that food and the necessary living supplies may be had. It does not ask for charity.

"Your committee, therefore, makes the following recommendations to department and post commanders and all Legionnaires to meet the emergency:

1. "No charity. Do not establish free soup kitchens and bread lines. Our buddies must have food and shelter without degrading their manhood or the country.

2. "Work must be found. The post is the agency that must provide it. Let industry be the basis of the relief asked for.

3. "Don't stage parades or anything spectacular. They are lost motion. Bring your needs directly to the attention of employers and see to it that they give preference to the nation's defenders.

4. "The attention of employers must be called to the fact that the restlessness first noticeable among returned soldiers has now disappeared and they are qualified to take and hold steady jobs.

5. "Post commanders are asked to draft Legionnaires so situated that they can act as 'big brothers' to another service man out of employment to stand behind him until he is located permanently in a job.

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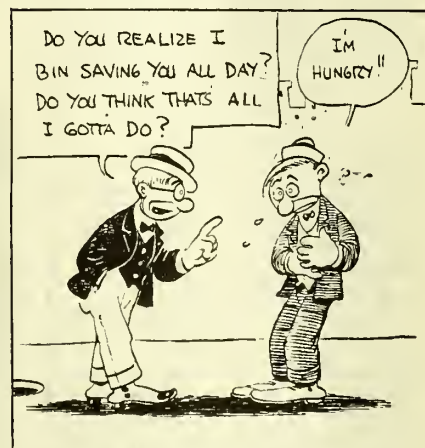
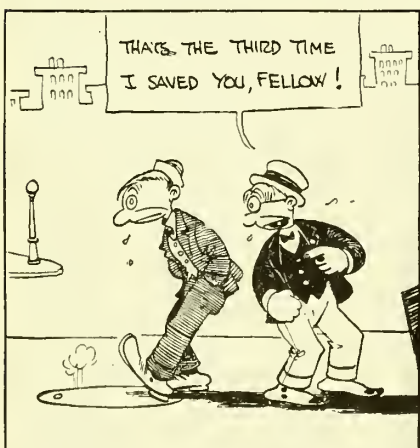
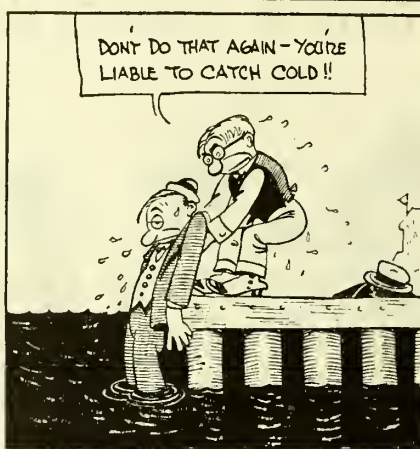
himself and his dependents without having to become an object of charity.

"Service men, they who went into the front lines facing death for their country, know, perhaps, as no other class

situated that they can act as 'big brothers' to another service man out of employment to stand behind him until he is located permanently in a job.

Tit for Tat

By Wallgren



No More Quick-Lunch Naturalization

How the Legion is Trying to Invest the Entrance of the Stranger into Citizenship with the Dignity Which the Ceremony Deserves

SYSTEMATICALLY proceeding to get in touch with the several millions of aliens in the United States who have made no effort to become American citizens, The American Legion has been rendering a national service whose benefits are rapidly becoming apparent. Hundreds of posts of the Legion in the past two years have established friendly relations with the vast groups of foreign-born residents in their communities, have presented to them the advantages to be derived by giving whole-hearted allegiance to this country as the land of their adoption, and have inspired them to take the necessary steps in the courts to become citizens. Furthermore, these Legion posts have seen that naturalization ceremonies are so conducted that they leave lasting impressions of the positive rights and privileges conferred and the responsibilities assumed when the alien is sworn in as an American citizen. The Legion posts also extend a guiding and assisting hand to the newly-made citizen while he is developing his acquired heritage.

The Legion has also been carrying on its work of promoting the assimilation of newcomers from overseas by seeking out those among them who have already completed the formalities of citizenship but have then become Americans in name only, submerging themselves in their old racial customs and traditions and making no effort to acquire an understanding of the land of their adoption or to adapt themselves to their present environment. In undertaking this work the Legion has had to counteract the results of the studied policy of indifference which has been followed by Americans generally toward aliens who have been admitted to citizenship.

One evidence of this indifference—and it still persists in many cities where the Legion is just beginning its work—is the perfunctory ceremonies held in the naturalization courts. The alien applying in the courts for citizenship is rushed through the process, emerges bewildered, and is left to go his way unassisted. Often the ceremony is chanted in a monotone as understandable as the language of a page in a hotel or a pullman porter. The American Legion since its inception has been trying to rectify this condition and promote a fraternal interest in the man or woman who comes to these shores seeking citizenship, and to help him gain it and become a better American.

The Legion has progressed in this work of brotherhood, and its effect has been cumulative. In many sections of the country now, through the leadership of The American Legion and other patriotic organizations, ceremonies of solemnity and dignity have been inaugurated for inducting aliens into citizenship. The judges of the courts, the mayor, city officials, representatives of patriotic organizations and others, have assembled in the court rooms to welcome the new Americans. Ad-

dresses on the "Meaning of Americanism" have been given to the new citizens. They have been impressed with the responsibility of their citizenship. In many cases, large classes of would-be citizens have been assembled and a gala day made of their official inauguration. These ceremonies have been such that the newly-made citizens declare they can never forget, occasions that have knit them into the warp and woof of our national life. They have responded by declaring from sincere hearts that they were not only willing but eager to live and die for the country that had so generously adopted them.

But it is the purpose of the National Americanism Commission that The American Legion shall not end its stewardship at the end of the ceremony inducting aliens into citizenship, but shall carry on in friendship and mutual helpfulness with these new citizens, to counsel with them, and where possible, to guide them in the paths of true national life. Friendship clubs, citizenship clubs and the like have been formed with the new citizens and the native born.

Following the trend of the Legion the Inter-post Council in Los Angeles, the Federated Women's Clubs, the G. A. R., the Board of Education, and the Federal Court, joined together recently in an impressive ceremonial for the induction of several hundred aliens into full citizenship. In addition to the government papers given out, the Board of Education presented diplomas to each newly-made citizen attesting that the recipient had mastered a course in citizenship as laid down jointly by the Federal Court and the Board of Education. Such a diploma is now required as a pre-requisite for the awarding of second papers, not only in Los Angeles, but also in other parts of this country, and some naturalization courts have refused to issue second papers unless the applicant has this diploma.

Each candidate on receiving his or her diploma, passed across the stage of the amphitheater where the ceremony was held and was taken by the hand by a representative of the Legion and by representatives of the other organizations, including the mayor, who had taken his oath of office only two hours before. Following this democratic incident, a Legionnaire made a welcoming address, and the representatives of the other organizations also welcomed the new Americans. Representatives of the new citizens selected by them made response. A musical program of patriotic airs was rendered and a patriotic song service was held.

"Next year and thereafter," said the chairman of the Americanism Committee of the Inter-post Council, "it is our intention to make this day and this event one marking an epoch in the community, and to this end we are laying plans. We intend to greet formally and as impressively as possible each class of aliens as it completes its Americanism

course in the schools and goes before the judge for citizenship. This service has two major features—it ushers the new citizen into his new life in the State in an impressive way and it puts the Legion on record as being vitally interested in this important group of citizens."

To eliminate the usual perfunctory procedure and to doubly impress upon the would-be citizen the high honor that he was about to receive, Roger Israel Post of Erie, Pa., selected July 4th to induct 150 aliens into American citizenship. The applicants with their families and their friends were assembled at the courts, national airs were played by the city band, and brief addresses embodying sound American doctrines were given. Then the aliens were called to receive their papers and each one was mentioned publicly by name on coming forward to the platform, making the ceremony much like that of the conferring of degrees.

Legionnaires have found that ceremony impresses and helps the alien to understand the honor he is receiving and the privileges and duties of citizenship. In the mutual helpfulness phase of the work following admission to citizenship, Edwin K. White Post of Okmulgee, Okla., sends a letter of welcome and congratulation to every newly-made citizen in that section of the State. In the letter, every member of the post pledges his aid in establishing the new citizens in their respective communities upon an equal basis with their fellow-citizens. The post also invites each new citizen to attend its meetings and to ask advice and counsel from its members.

In furthering the general Legion program of Americanism among the newly-made citizens and those who will become citizens, illustrated lectures and patriotic programs have been given under the auspices of the Minneapolis Council. These lectures provided information on the civic life and governmental functions of the city, state and nation, and were given by Legionnaires and other business men.

In its welcome to new citizens, every business house in Bismarck, N. D., displayed the American flag one day recently as a mark of respect to the twenty-eight foreign-born residents of the city who became American citizens on that day. Members of The American Legion cooperated with the men and women of Bismarck to make this day memorable for the newly-adopted citizens. Impressive patriotic exercises were held at the naturalization court after which the audience welcomed in person each new citizen.

The American Legion posts of Berkeley, Calif., joined with the Americanization department of the public schools and patriotic organizations to impress upon seventy-seven foreign-born men and women the honor, privileges and duties of citizenship. They held a "New Voters Day" to celebrate the

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EDITORIAL



The law is the only sure protection of the weak and the only efficient restraint upon the strong.—Millard Fillmore.

Well?

YOU are (allowing for some thousand exceptions) a member of The American Legion, or you would not be reading this.

You are sitting in a street car, or under the gas jet in the dining room, or riding in the smoker, or eating lunch in the stock room—certainly you are enjoying a few moments of leisure, or again you would not be reading this.

You know that it is getting on toward the end of October, that Hallowe'en is in sight, that the quilt has come into its own again, that it's a darned sight harder to get up now than it was two months ago.

You know—and if you don't, this is telling you—that barely more than a week remains in the Legion's biggest membership drive. You know that the war cry of that drive, originating with the late National Commander Galbraith, is, "Every member get a member."

How about it? You have until October 31st. What are you going to do? Sit there all night and just read?

Strictly Non-Partisan

A FEW months ago the New York *Times* was fretting in the belief that the Adjusted Compensation Bill was going to pass and the hands and souls of several million American young men would be stained by accepting a price for their patriotism. But the compensation bill is now in a Congressional pigeonhole, and the *Times*, exultantly believing it is likely to remain there, now publishes rather loquaciously its own account of how the country and the honor of the young men were saved. The story is chiefly important for its admission that Congress was overwhelmingly in favor of the bill until the President used his niblick on it. But it also is interesting because it reveals that mere men are still performing Ulyssean exploits as they did in the days of legendry. In ancient days the hero had to be content with slaying a hydra-headed monster, a Minotaur or a one-eyed giant. Today the road to fame in the *Times* is by anesthetizing an adjusted compensation bill. And the *Times* is not content with crowning one hero—it places wreaths upon two Washington brows.

The *Times* gives Senator Underwood of Alabama an equal share in the exploit along with Mr. Harding—Senator Underwood acting as a sort of Democratic Damon and Mr. Harding as a Republican Pythias. But read for yourself the *Times* description of the glorious feat:

It was Senator Underwood who directed the fight against the Soldiers' Bonus Bill a few weeks ago. All the signs pointed to the passage of the bill by an overwhelming majority of Senators on both sides of the Chamber. Almost without support from either the Republican or the Democratic side Senator Underwood had argued against the passage of the measure, the enactment of which would probably have added \$5,000,000,000 (*sic*) to the tax burden of the American people.

A few hours before Senator Frelinghuysen read into the record the letter from Secretary of the Treasury Mellon, in which Mr. Mellon emphasized the almost insurmountable burden that would be placed upon the Treasury if the bill were passed, the writer was talking with Senator Underwood.

Senator Underwood, as is the case always, was gracious and in pleasant humor.

"Have you heard that an Administration letter is coming to the Senate to urge the deferment of this bonus legislation?" the writer asked Senator Underwood.

"That's good news," replied Mr. Underwood, as if he knew nothing about what was going to happen, "and I hope it is true."

"And," added Senator Underwood, "they had better hurry up

with that letter, for the bonus bill is on third base, Babe Ruth is at the bat and there are no outs."

An hour later Senator Frelinghuysen read the letter that was the beginning of the end of the bonus bill.

The next day President Harding, realizing the seriousness of the situation, came to the Senate himself and conferred with senators in the President's room in the Senate wing. One of the first senators the President sent for was Mr. Underwood. For a long time they were in earnest conversation. What was said neither subsequently disclosed. But when the President a few days later appeared in person before the Senate and urged deferment, Senator Underwood led the minority that voted with a majority of the Republicans to sustain the position of the President and send the bill back to the Committee on Finance, where the indications are it will remain for a long time to come.

The *Times* probably believes it is honoring Senator Underwood by touting him as the sparrow who used his bow and arrow on the Adjusted Compensation Bill. But the frank admission of the *Times* that Congressional sentiment was for the compensation bill so strongly, forecasts what will happen when the measure is again brought up in Congress. Cock Robin is not dead.

Get your member
By November

The Congressional Log

INTELLIGENT use of the ballot not infrequently is hindered by the voter's inability to check up a candidate's activities and achievements. Uncle Sam, however, places at any citizen's disposal one infallible record of that citizen's congressman and senators. It is the *Congressional Record*. This paper, published daily during sessions of Congress, records every speech and every vote in Congress, and can be had by sending a check to the Superintendent of the United States Government Printing Office at Washington, D. C.—the cost is \$1.50 a month. Each Congressman has at his disposal sixty free subscriptions to the *Congressional Record*, and many Legion posts have availed themselves of this opportunity to get on the *Record's* mailing list. It is impracticable for every Legionnaire to subscribe to the *Congressional Record*, perhaps, but posts have found it highly practicable and have discovered enough members perusing each issue to keep them well informed about national legislative activity.

Neutrality

Now, The American Legion, or any organization, has a perfect legal right to enter into an offensive and defensive alliance, or any other kind of alliance, with organized labor, or any other body, provided their joint aims and several methods are lawful. It has also the moral right (if there is a full understanding and definitely expressed intent on the part of the majority of the membership) provided it is not sought to contravene the interests of the general public, which are paramount. Is the country being put on notice that a compact has been entered into between The American Legion and the closed shop Federation of Labor?—*Business Chronicle, Seattle, Wash., Sept. 10, 1921.*

INDIANAPOLIS, IND., Oct. 3.—Although refusing to condemn The American Legion because of alleged strike-breaking activities of some of its members, the convention of the United Mine Workers of America today adopted a Resolutions Committee report calling on Legion officials to "put their house in order." The action came after several delegates had appealed vehemently for the convention to go on record in unqualified condemnation of the Legion.—*Associated Press Dispatch.*

THE two quotations above are published at this time because of their bearing on a well-known and definitely established policy of The American Legion. That policy was expressed last year by Franklin D'Olier, then National Commander of the Legion, as follows:

"The American Legion has taken a very positive stand that, as an organization, it should never take any definite part in any dispute between the employer and the employee, or between capital and labor. This policy shall be adhered to strictly by the national organization, state organizations and posts as well."

When, within one month, The American Legion finds itself publicly accused of being not only pro-labor but anti-labor as well, it is safe to assume that it is neither, and it is safe to assume further that, as a whole, it is living up pretty well to its established policy of strict neutrality on the labor issue.

THE VOICE OF THE LEGION

The Editors disclaim responsibility for statements made in this department. Because of space demands, letters are subject to abridgement.

A Card in the Pocket

Five Dollar Prize Membership Letter

To the Editor: Speicher Post of Gilman, Ill., is making good in the Every Member Get a Member Campaign. The post has made a memorial tablet in honor of Commander Galbraith's last message and on this will go the names of all the members who get a member during this campaign. The tablet will remain in the Legion clubrooms as a permanent memorial to those who heard the command and obeyed.

Many members already have their names on the tablet and I am proud to say that I have been able to land a number of recruits and therefore have my name on it once for each new member. I expect to have my name on the tablet many more times before the campaign closes.

I always try to carry a membership card in my pocket. One day on the street I ran into an ex-service man whom I have been trying to get to join the Legion for some time. I stopped him and told him I had a card in my pocket for him to fill out. "Let's have it," he said. I looked and found that I had used the card getting a new member the day before.

I told him to come up to the Legion clubrooms nearby and fill out a card but he said he didn't have the time. I then told him I would come over to his office and he said, "All right." So I got a membership card and went to his office and although I had to wait for hours before I could even get in to talk to him, I stuck until I had his application and dues. The lesson to be gained from this experience, comrades, is "Always carry a membership card in your pocket. It will save you time."

The other day I got another ex-service man I had been trying to land but had been unable to do so, even after telling him all about the Legion. I happened to hear someone say that my prospect had said he was sure going to join the Legion as soon as possible. I am in business for myself and had a customer waiting, but I told the customer I had to go and get that new member right away. I went and got him and then came back and fixed up my customer and all was well.—AUGUST F. KIETZMAN, Vice-Commander, Speicher Post, Gilman, Ill.

Truth or Poetry?

To the Editor: Down in Congress there's a bunch of big, important men. They're the ones that we elected 'cause they said they were our friends. We had fought the war and won it on one hundred cents a day and the papers told the home folks what we did to earn our pay. Oh, the glory that enthroned us just at that eventful time when we made the Boche put down his name upon the dotted line! Now we're home again in civvies, 'course there'll be no other war, so the only thing for them to do is start to hem and haw.

There's a bunch of war-made millionaires who hovered o'er the bill that would give to you and me, old pal, a cure for all our ills. Supposing we just let the war go on a month or more, the money it would cost them then would pay us our back score. But I suppose they figure that as long as we got back we can thank our lucky stars that we sustained the Heinies' cracks. 'Course we got our food and clothing and free rides across the sea,—that is something they considered, but they said we got it free.

Don't mind, old man, just brace yourself while now we are the goats, there'll be a time of reckoning when we'll be asked for votes. I didn't shirk the duty that was thrust upon me then, and I'll be mighty

glad to see the voting day that, when these fellows start to argue and to give their alibis, we'll just hang 'round and listen and we'll wink the other eye. Show me a reason why they set the soldier bonus back while railroads get a half a billion of our U. S. jack.

I ain't a lecturer of fame, nor influential boss, nor got a cent on contracts which were ten percent and cost. I never worked in shipyards, sir, nor warmed the "mahog" chair, but went into the uniform and acted on the square. Oh, we'll survive without the dough, we did it over there, but rush the day when we can say that we've been treated fair.—GEORGE H. HOSMER, Worcester (Mass.) Post.

Fur and Fish Farming

To the Editor: I was very much interested in reading in a recent issue the article by Floyd W. Parsons entitled "The Rural Road to a Career." The article is well handled by Mr. Parsons up to the point where he discusses the opportunities in the different branches of farming. Then he goes astray. I think it is a mistake to lead people to believe that fur farming and fish farming are important. There are some opportunities in fur farming, but it is a highly-specialized and very difficult game. Few men make a success of it.

As for fish farming, I happen to know of just one case where it has been worked, and then by a man who devotes all his time to it. There are, of course, real opportunities in farming for men who like the work, although at the present time a lot of good farmers are losing money.—PRACTICAL FARMER, Cohoes, N. Y.

The Argument of Service

Five Dollar Prize Membership Letter

To the Editor: As I have been quite successful in inducing ex-service men to come into the Legion I am going to pass along a few of my ideas. I almost always began by reading the preamble to the Constitution of the Legion to my prospect.

Having finished reading the preamble to him I would bring out an application blank and ask him if he had any objections to signing it. Generally I found that he would ask a question something like this: "Well, what can I get out of the Legion?"

To that I would reply: "Look here, buddy. Why did you go into the service? For what you could get out of it or for what you could do by going in?" He would always reply that he went into the service for what he could do.

"Why certainly," I would say, "and so it is with the Legion. What the individual can gain from the Legion is of secondary importance. The big thing is what you can do by joining the Legion, although it is very true that the individual will benefit in ways that he alone can appreciate, such as renewed comradeship, the making of new friends and business acquaintances and, last but not least, the knowledge that he did his bit in helping the Legion help the disabled."

If any further argument was necessary I would ask my prospect if he gave a whoop whether the disabled man got a square deal; if he was interested in the Adjusted Compensation Bill, or if the Vocational Board, etc., were functioning. Then I would ask him if he knew who was looking after just such matters as these, and if he didn't, I would tell him of the Legion's fight along such lines. I would tell him how much easier it would be for the Legion's officials who are actually fighting this fight if they could go before Congress and say that we represent 100 percent of the ex-service men.

If my prospect was a real hard nut to crack I would ask him if he wanted to be a peacetime slacker after having done his duty in time of war. These and a few other arguments brought thirty-five recruits into our post in a few days during one of our membership drives.

I recall a rather interesting incident in the getting of one member. This prospect was a union man and he informed me it was not the wish of his union that its members join the Legion. I assured him at once that there was no good reason why his union should oppose the Legion. He didn't seem to take a great deal of interest in my arguments as he was engaged in a game of pool at the time so I decided to keep after him another day.

A couple of days later I met his sister on the street. She stopped and asked me if I wouldn't try to get her brother to join the Legion as she wished to join the Auxiliary. I told her of my previous attempt but assured her that I would try again. The next time I saw my prospect by using the desire of his sister to join the Auxiliary as an argument I had very little trouble in getting his application for membership and \$3.—PHILIP V. SULLIVAN, Saline Post, Salina, Kans. Attested by O. A. Kitterman, Post Commander.

For a Navy Reunion

To the Editor: I want to know what is the matter with the men discharged from the good old U. S. Navy. Everywhere you see in the papers notices of division reunions but never a line about any get-together of ex-gobs. Why shouldn't we navy men have one big reunion, say at some naval station or at some large seaport or in a centrally-located city? Let's hear from some of you sailors on the subject.—D. P. COOK, ex-boatwain's mate, Vice Commander, Powell Post, Deer Lodge, Mont.

Veterans in the Postal Service

To the Editor: In considering measures to improve the condition of World War veterans I would call your attention to some of the so-called beneficial legislation passed by Congress to compensate veterans for their war service.

One specific measure I wish to call your attention to is the Steenerson Bill, enacted on July 21, 1921, which is a measure to rectify some of the injustices to postal employees caused by postal legislation enacted on June 5, 1920. There is a section in this bill that permits veterans of the World War who were appointed clerks or carriers in the postal service on or before June 5, 1920, and who had not reached the maximum grade, to have time served in the Army, Navy or Marine Corps credited to them as time spent in the postal service, thereby promoting them automatically to the higher grades at the rate of "one grade in the postal service for one year in the World War."

The objectionable feature of this bill to my mind is that it discriminates against veterans who were appointed as clerks or carriers in the postal service after June 5, 1920. It makes no difference how good your war record may have been or how good your record is now in the Post Office Department—if you were unfortunate enough to have been appointed as clerk or carrier on June 6, 1920 or after you do not come under the provisions of this bill.

I think there would be excellent grounds for the Legion taking up this matter as thousands of veterans in the postal service are being kept from promotion by not being included in the provisions made for veterans in this bill.—EUGENE FAULKNER, George P. Davis Post, Brooklyn, N. Y.

BURSTS AND DUDS

Payment is made for original material suitable for this department. Unavailable manuscript will be returned only when accompanied by stamped, self-addressed envelope

Compensation

There was plenty for the railroads,
When munitions must be movin'
And the empties were a stringin'
From New York to San Antone;
And the guys who built the freighters
Could eat Lyonnaise potatoes
While the soldier man was lucky
If he got a horse's bone.

Now the Senate solons tell us
With their pompous honeyed phrases
That the golden goose ain't layin'
As she did in seventeen;
That the greatest, richest nation
Can't afford the compensation
To the cogs that worked together
In the Yankee war machine.

There was plenty, though, for parties
Who contracted for the clothing
And who shipped the cold canned willy
That we dined on overseas;
But some jack to keep us going
Till the winter winds stop blowing—
Oh, my goodness, quite unheard of—
Let 'em freeze—yes, let 'em freeze!

They can garner many billions
For enforcing prohibition;
They can squander many fortunes
On a plane that never flew;
But their present expectation
In the case of compensation
Is to let her ride, by chowder—
Which is what they'd love to do!
—Stuart H. Carroll.

Creating a Market

"I'm writing scenarios for
moving picture comedies."
"Any money in it?"
"Not directly, but I'm sell-
ing custard pies on the side."

Efficient

"Girls are not so helpless
as they used to be."
"No indeed. Most of them
are able to roll their own
cigarettes and stockings."

Speed Boy!

A darkey was on the wit-
ness stand testifying as to a
shooting scrape. Graphically
he told how the prisoner
drew a revolver, shooting at
one George Henry and him-
self, and of how they ran
to save themselves.
"How fast did you run?"
he was asked.
"Fast ez I could, suh!"
"And how fast did George
Henry run?"
"How fast? Boss, ef dat
boy had of eat eggs fo'
breakfast he would of flew!"

No Wonder

"He started life as a cab
driver and now he owns a
string of taxis."
"Fare enough!"

No Information Needed

The advance agent, calling on the Legion
post adjutant had been particularly per-
suasive and the latter was almost won
over.

"So," concluded the advance agent, "we
would like to put on our lecture course
under the auspices of your post."

"What kind of attractions have you?"

"Well, first we have a natural history

lecture, 'Our Interesting Friend, the Gold-
fish.' Then—"

But they couldn't the advance agent.

Or Plug

Real Estate Agent: "This tobacco plan-
tation is a bargain. I don't see why you
hesitate. What are you worrying about?"

Prospective but Inexperienced Purchaser:
"I was just wondering whether I should
plant cigars or cigarettes."

Hit and Run

Father's Voice: "Maude, hasn't that
young man started for home yet?"

Clever Young Man: "I've reached third,
sir."

Father's Voice: "Well, steal, you busher,
steal!"

Fair Exchange

"Young man," said the elderly gentleman
sternly, "this is a day-old paper you've sold
me. Do you know what may happen to
you if you cultivate habits of deception?"

"Can dat stuff," retorted the newsboy.
"Dis is a ten-year-old nickel you handed
me, but I'm a sport and I ain't kickin'."

Ho, Hum!

Butler: "But won't you stop for your
breakfast, sir?"

Clubman: "No, Riggs, old chappie, you
drink it for me."

been taken out of boxes, bitten into and
then replaced.

5,897,268 hairnets have mysteriously dis-
appeared after their owners have recklessly
entrusted them to their husbands for safe
keeping.

125,453 copies of the I.D.R. have found
their way into second hand book stores and
of these seventeen have been repurchased
by former corporals.

Famous Alibis

"I was just about to enlist—"

"Even the Canadians turned me down—"

"I gotta weak heart and—"

"And just then they signed the Armis-
tice—"

"I pestered the draft board to let me
in—"

"Somebody had to stay home—"

Of a Particular Kind

"I wish you wouldn't try to sell an air-
ship to my husband," said a lady to an
aeroplane agent.

"Why not, madam?"

"Because he is not to be trusted with
one."

"But, madam," expostulated the agent,
"our planes are all what we call fool-
proof."

"Perhaps," retorted the wife wearily,
"but you don't know my husband."

Those Bathing Beauts

"When they elect ladies
to the Senate, how do you
suppose they will dress?"

Movie Producer (absent
mindedly): "Doesn't make
any difference. Ladies don't
have to wear much in a
Sennett."

And No Tonic

The mediæval duke on the
scaffold was being kidded
gently along by the execu-
tioner as the latter stropped
his axe blade.

"Any last words, Dook?"
inquired the head-taker.

"Mighty decent of you,"
murmured the duke as he
laid his head on the block.
"Just give it the once-over,
please."

Safety First

The Purity League mem-
ber approached a street gam-
in who was puffing indus-
triously at the quarter-inch
remains of what had once
been a cigarette.

"My lad," she inquired,
"don't you know that ciga-
rettes will poison you?"

"Nah, lady," retorted the
gamin. "I'm a careful guy. I
only tackles those that other
people have tried first."

Half a Sentence

"Rastus," said the judge sternly, "you're
plain no-account and shiftless and for this
fight I'm going to send you away for a
year at hard labor."

"Please, Jedge," interrupted Mrs. Rastus
from the rear of the court room, "will yo'
Honah jes' kinder split dat sentence?
Don't send him away from home, but let
dat hard labor stand."



A recruit who'd delayed for a shine
Missed some clothes as he dressed on the line.
At the sound of "Right—DRESS!"
He exclaimed, "I'm a mess!
It's a dressing I need, I'll opine."

Going Out

Prospective Passenger: "Could you tell
me the best point on an ocean voyage?"
Agent: "Three miles out."

Statistics

Figures circulated for the first six
months of the year 1921 prove that:
18,925,678 pieces of chocolate candy have

SPALDING



Basket Ball

WHEN contemplating the outfitting of teams, write or call at the nearest Spalding store for prices and full information.

Year in and year out, Spalding Uniforms and equipment have been used by the leading teams throughout the country.

SPALDING'S BASKET BALL GUIDE FOR 1921 NOW READY—PRICE 25 CENTS

A. G. SPALDING & BROS.

New York Chicago San Francisco
Stores in all principal cities



75^M/_M

A Lamp that Can Never Be Made Again

This is a lamp so intertwined in history with the World War that to future generations it will be as cherished as a sword from Bunker Hill.

Notice the symmetrical architectural lines—see what a look of stately dignity it has compared with the merely "pretty" lamps you find in the average store. These are not merely lines of ART. Their very look of power and strength which lends such artistic beauty to the lamp also tells the story of the greatest single instrument of victory in the World War. For the shaft of each of these lamps is itself one of the heroic shells for the famous French-American "Seventy Fives"—the gallant "75" with which the Germans never did succeed in coping.

The shade was especially designed for the Victory Lamp by that great painter, Franklin Booth. The whole lamp is considered by artists as one of the greatest artistic achievements of recent years. It is particularly appropriate for the home of a World War veteran or for your Post's headquarters. Only a few lamps still left. No more can be made. Price about one-third the cost of lamps of this class in retail stores. Easy terms to Legion members or Posts. Write today for full particulars, sent free.

SNEAD & COMPANY

175 Fifth Ave., New York, N. Y.



Big Band Catalog sent Free

Whatever you need—from a drumstick to the highest priced cornets in the world. Used by the Army and Navy. Send for big catalog: liberally illustrated, fully descriptive. Mention what instrument interests you. Free trial. Easy payments. Sold by leading music stores everywhere.

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DOES YOUR WIFE DRESS TO SUIT YOU? Do Her Clothes Look Worth the Money Paid?

Every woman, or girl, 15 or over, can easily, in 10 weeks' time, learn to DESIGN AND MAKE her own dresses and coats.

Dress Designers Frequently Get \$2,000 to \$10,000 a Year

Surprise your wife, daughter or sweetheart. Sign her name and address to the coupon and mail it to us.

Hundreds Learn Millinery by Mail

Name _____ Address _____

What Is There to Disarm?

(Continued from page 6)

scrapped vessels of this class as obsolete.

The armored cruiser has lighter guns and lighter armor than the pre-dreadnoughts. This is the class that suffered so heavily at the battle of Jutland; they, too, have been scrapped by Great Britain.

The aircraft carriers are a new type designed to take advantage of aeronautics in naval tactics.

The other types are well known.

China's navy, statistics of which are not included in the accompanying table, consists of seven light cruisers, a few coast torpedo boats and a few river gunboats, and has no significance.

In general it may be said that the first three classes described above, with the screen of destroyers and the aircraft, will control the surface of the high seas, their supremacy being somewhat threatened, however, by submarines, especially near the coasts. The light cruisers are the commerce destroyers—they reap the benefit of the control gained by the more powerful ships.

With this explanation the table becomes clear.

As to naval plans, Great Britain, France and Italy have only modest programs, though there have been reports of four first-line ships being authorized recently by Great Britain. The United States' plans are more extensive, while Japan's are the most far-reaching, and incidentally are calculated to produce a magnificently balanced fleet.

Even more than the Army, the Navy depends upon trained and organized personnel. Considering the number of ships to be manned, the readiness for service is as follows: Great Britain, Japan, Italy, United States, France. In brief, the first three can take the sea promptly, the last two cannot man the ships provided.

Such is the world armament situation as it stands on the eve of what is generally and erroneously known as the "disarmament conference," and what is actually a conference on the limitation of armaments. These are the concrete figures with which the conferees will have to work. What will come out of it all the event will prove. Certainly the spirit in which the invitation was given and accepted indicates that never before has the promise of better things been so bright.

The Observance of Armistice Day

(Continued from page 6)

idea. November 11th is to ex-service men a day of ceremony in memory and in rejoicing. The acquisition of equal respect for the occasion by men and women not so personally interested rests with ex-service men themselves.

Ways and means of bringing the right point of view to others must be left to individual posts, but the ideal back of the celebration will always be the same. In some places, public ceremonies will be held at which the names of the dead will be read to assembled citizens, with the sounding of "taps"

(Continued on page 18)



The newsboy who has made a hundred millionaires

THOUSANDS of men are on his payroll, many of them college graduates. To his achievements at least a hundred millionaires owe the foundation of their fortunes.

Yet his own schooling ended while he was still in his teens; as a mere boy he earned his living selling newspapers on the trains.

What was it that lifted him beyond other young men whose opportunities were so much greater? Genius? Yes; but he did not depend upon his genius.

Every Spare Hour He Read and Read

Between trains you always knew where to find young Edison, says his biographer. He would bury himself in the Detroit Public Library, and grapple bravely with a certain section trying to read it through shelf by shelf, regardless of subject.

Much of his reading of course was wasted, for he had no guide. There was no man of broad knowledge or practical experience to select for him the few great books that are most worth while, and arrange them with notes and reading courses, so that even a few minutes a day would give "the essentials of a liberal education."

How eagerly young Edison, groping earnestly, aimlessly through a great mass of books would have welcomed the information which is contained in the free book offered below. It gives the plan, scope and purpose of Dr. Eliot's Five-Foot Shelf of Books.

Every well-informed man and woman should at least know something about this famous library. To grope aimlessly among 4,000,000 books—so many of them worthless—is an almost tragic waste of time.

DR. ELIOT'S

FIVE-FOOT SHELF OF BOOKS

The ESSENTIALS in Fifteen Minutes a Day

The free book offered below tells how to eliminate groping; it explains how Dr. Eliot from his lifetime of reading and study, forty years of it as president of Harvard, has selected a *wasteful* library for busy men and women. How he has put into his Five-Foot Shelf the "essentials of a liberal education," and so arranged it with notes and reading courses that even fifteen minutes a day are enough.

How, in a word, any thoughtful man or woman can now get through pleasant reading, the knowledge of literature and life, the culture, the broad view-point which every university strives to give.

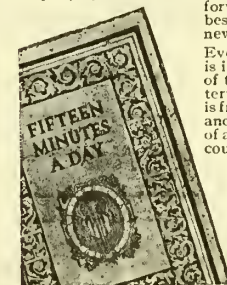
"For me," wrote one man who had sent in the coupon, "your little free book meant a big step forward, and it showed me besides the way to a vast new world of pleasure."

Every reader of this page is invited to have a copy of this handsome and entertaining little book. It is free, will be sent by mail, and involves no obligation of any sort. Merely clip the coupon and mail it to day.

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Send for this FREE booklet which gives Dr. Eliot's own plan of reading

P. F. COLLIER & SON COMPANY
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Mail me the Free Book, "Fifteen Minutes a Day," telling about the Five-Foot Shelf of Books and containing the valuable article by Dr. Eliot on what and how to read for a liberal education.

Name _____

Address _____

A. M. L., 10-21-21



"The Best Hunch I Ever Had!"

"I was feeling pretty blue. Pay-day had come again and the raise I'd hoped for wasn't there. It began to look as though I was to spend the rest of my life checking orders—at \$20 a week!

"I picked up a magazine. It fell open at a familiar advertisement, and a coupon stared me in the face. Month after month I'd been seeing that coupon, but never until that moment had I thought of it as meaning anything to me. But this time I read the advertisement twice—yes, every word. And this time I tore out the coupon!

"That was the turn in the road for me. The Schools at Scranton suggested just the course of training I needed and they worked with me every hour I had to spare.

"In six months I was in charge of my division. In a year my salary had been doubled. And I've been advancing ever since. Today I was appointed manager of our Western office at \$5,000 a year. Tearing out that coupon three years ago was the best hunch I ever had."

For thirty years, the International Correspondence Schools have been helping men to win promotion, to earn more money, to get ahead in business and in life.

You, too, can have the position you want in the work you like best. All we ask is the chance to prove it. Just mark and mail this coupon. Do it right now!

INTERNATIONAL CORRESPONDENCE SCHOOLS BOX 7057-E SCRANTON, PA.

Without cost or obligation, please explain how I can qualify for the position, or in the subject before which I have marked an X in the list below:—

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| <input type="checkbox"/> ELEC. ENGINEER | <input type="checkbox"/> BUSINESS MANAG'MT |
| <input type="checkbox"/> Electric Lighting & Bys. | <input type="checkbox"/> SALESMANSHIP |
| <input type="checkbox"/> Electric Wiring | <input type="checkbox"/> ADVERTISING |
| <input type="checkbox"/> Telegraph Engineer | <input type="checkbox"/> Railroad Positions |
| <input type="checkbox"/> Telephone Work | <input type="checkbox"/> ILLUSTRATING |
| <input type="checkbox"/> MECHANICAL ENGR. | <input type="checkbox"/> Show Card & Sign Ptg. |
| <input type="checkbox"/> Mechanical Draftsman | <input type="checkbox"/> Cartooning |
| <input type="checkbox"/> Machine Shop Practice | <input type="checkbox"/> Private Secretary |
| <input type="checkbox"/> Toolmaker | <input type="checkbox"/> Business Correspondent |
| <input type="checkbox"/> Gas Engine Operating | <input type="checkbox"/> BOOKKEEPER |
| <input type="checkbox"/> CIVIL ENGINEER | <input type="checkbox"/> Stenographer & Typist |
| <input type="checkbox"/> Surveying and Mapping | <input type="checkbox"/> Cert. Pub. Accountant |
| <input type="checkbox"/> MINE FOR'N or ENGR. | <input type="checkbox"/> TRAFFIC MANAGER |
| <input type="checkbox"/> STATIONARY ENGR. | <input type="checkbox"/> Railway Accountant |
| <input type="checkbox"/> Marine Engineer | <input type="checkbox"/> Commercial Law |
| <input type="checkbox"/> ARCHITECT | <input type="checkbox"/> GOOD ENGLISH |
| <input type="checkbox"/> Contractor and Builder | <input type="checkbox"/> Com. School Subjects |
| <input type="checkbox"/> Architectural Draftsman | <input type="checkbox"/> CIVIL SERVICE |
| <input type="checkbox"/> Concrete Builder | <input type="checkbox"/> AUTOMOBILES |
| <input type="checkbox"/> Structural Engineer | <input type="checkbox"/> Railway Mail Clerk |
| <input type="checkbox"/> PLUMBING & HEAT'G | <input type="checkbox"/> Mathematics |
| <input type="checkbox"/> Sheet Metal Worker | <input type="checkbox"/> Navigation |
| <input type="checkbox"/> Text. Overseer or Supt. | <input type="checkbox"/> Agriculture |
| <input type="checkbox"/> CHEMIST | <input type="checkbox"/> Poultry |
| <input type="checkbox"/> Pharmacy | <input type="checkbox"/> Banking |
| | <input type="checkbox"/> Spanish |
| | <input type="checkbox"/> Teacher |

Name _____ 7-1-21

Street and No. _____

City _____ State _____

Occupation _____

AGENTS: \$6 a Day

taking orders for New Kerogas Burner. Makes any stove a gas stove. Burns kerosene (coal oil). Cheap—est fuel known. Fits any stove.



\$10 a Week for Taking Only 2 Orders a Day
No experience necessary. No capital required. Work full or spare time. Easy to get orders on account of high price of coal. Get started at once. Big season now on. Write for demonstrating sample.
Thomas Mfg. Co. B-101 Dayton, Ohio

Take Your Uniform to Kansas City!



Albert E. Hutchins

Executive Committee is to drive that fact home good and hard. Finance, hotels and housing, parade and camps, publicity and printing, program, entertainment, hall and seating, distinguished visitors and concessions, railroad transportation, automobile transportation, registration, grandstands, decorations, health, sanitation and ambulances, information service—these are a few of the problems which had to be met and solved in order that 100,000 exuberant Legion folk may congregate at Kansas City. Enough imagination has been expended upon convention arrangements to write a new Arabian Nights and enough muscle to move a couple of young mountains.

The convention Atlas who has borne upon his shoulders the huge weight of affairs and endless details preparatory to the Legion's third national gathering, has been a man equal to the task. Albert E. Hutchins, chairman of the Convention Executive Committee, has been for many years business manager of the Thornton Minor Sanitarium, one of the largest institutions of its kind in the Middle West, and has been described as a business man combining executive ability with vision, courage and an unlimited capacity for work.

The convention cannot well go broke. The good people of Kansas City raised a guarantee of \$100,000 against that contingency—raised it all in a day and as far back as the middle of May. The late National Commander F. W. Galbraith, Jr., wired Fred C. Sharon, president of the Kansas City Chamber of Commerce, at the time, that it was "a splendid record of continued achievement by the citizens of a great city."

If you have occasion to address the distinguished visitors representing Great Britain and Canada at the convention and if you want to be meticulously correct, you will employ their full and complete titles. General Sir Douglas Haig (as he was in wartime) bears the title of earl and field marshal and carries the following descriptive suffix to his name: "K.T., G.C.B., O.M., G.C.V.O., K.C.I.E." Admiral Beatty's official designation is "Admiral of the Fleet, the Right Honorable Earl Beatty, G.C.B., O.M., G.C.V.O., D.S.O." And the correct way to address the commander of the Canadian Expeditionary Force is "General Sir William Currie, G.C.M.G., K.C.B., K.C.M.G., C.B., Principal of Magill University."

Not the least among well-known visitors to the convention will be Stubby, the hero of Seichprey who recently received from General Pershing a gold medal for bravery and faithfulness. Stubby has been invited to Kansas City as a guest of honor. He is a Boston bull terrier who was wounded in the St. Mihiel attack.

Music there will be in plenty at the convention. More than one hundred out-of-town bands, not to speak of the city's own, will see to that. Kansas alone is sending twenty groups of music-makers, and Massachusetts will send two, New York two

and Ohio, Michigan, Oklahoma and Indiana one each. Missouri is expected to contribute practically every band in the State. A Legion Scotch bag-pipe orchestra is coming all the way from Portland, Ore. The Legionnaires of the Sixth Congressional District of Missouri were afraid there wouldn't be music enough, so they held a big picnic at Warrensburg, raised the wherewithal and are forwarding a band of their own. Prizes of \$1,000 for the best, \$500 for the next best and \$250 for the third best band have been offered.

By September 30th, twenty-five Congressional Medal of Honor men had signified their intention of accepting the Legion's invitation to attend the convention as guests of honor, with their expenses paid from the time they leave home until they return. They will be accorded preference and prominence in all events of the convention program and will head the convention parade.

No Legionnaire is expected to leave Kansas City without a good look at the whole town. The automobile committee is preparing to keep one continuous stream of sight-seeing machines ready at the information booths to take delegates and visitors over the city free of charge.

Disabled ex-service men are to be strongly represented at the convention. Thirty tubercular veterans receiving treatment at a government hospital at Fort Bayard, N. M., have made reservations through the convention committee.

Four platoons of marines will accompany Major General John A. Lejeune, Marine Corps Commandant, to the convention and take part in the parade. General Lejeune while at Kansas City will be chauffeured about by Victor H. Lenge, who as a member of the Fourth (Marine) Brigade drove the General's car in France.

Making use of expert training in hiking received in France, four Legionnaires are footing it from Youngstown, O., to the convention and paying the expenses incident to the trip by lectures and vaudeville stunts on the road. L. O. Wheeler, E. J. Lehnert, Harry Dallen and Jesse Reiser are the quartette of industrious and resourceful pedestrian pilgrims.

Army nurses who are members of Kansas City posts of the Legion are making plans to entertain at least one hundred visiting nurses. Miss Zoia Hall of 3738 Troost Avenue, Kansas City, is in charge of arrangements for their entertainment.

Sunflowers—great, giant sunflowers of double felt and with celluloid centers—will bob gaily from the lapels of the Kansas delegation.

The proceedings of the convention will be flashed out to all parts of the country by wireless as the result of an arrangement concluded between the Western Radio Company and the convention bureau of The American Legion News Service. Advance convention news will be sent out by radio at 7:30 and 8:30 o'clock every evening. The newly installed wireless station of four fifty-watt tubes at Kansas City has a range of 1,500 miles. As a large number of the 5,000 professional and amateur wireless operators in the country are American Legion members, the news sent out will receive wide distribution.

Outfit Reunions

Owing to the time necessary to print this magazine, contributions for this column must be received three weeks in advance of the events with which they are concerned.

30TH AMMUNITION TRAIN—Third annual reunion at Cleveland, Nov. 11. For information address Edward G. Mangold, 10631 Gooding ave., Cleveland, O.

Nebraska

Tennessee

Decentralizing Service

The test is in the wear

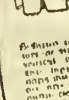


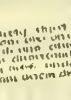

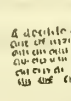
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A long button coat, with one or two rows of buttons, and a wide lapel. The collar is notched and the cuffs are plain.

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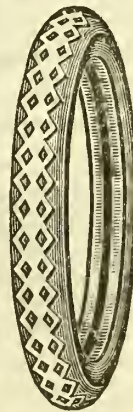
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Please send me without obligation folder containing actual swatches of the Clothcraft serges, etc.

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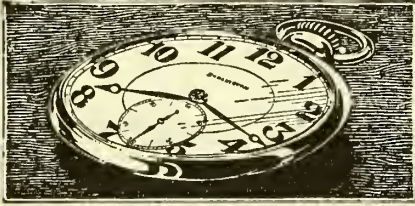
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Free Book The 21-Jewel Burlington is sold to you at a very low price and on the very special terms (after free examination) of only \$5.00 a month—no interest.

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Burlington Watch Company, Dept. 9057
19th Street and Marshall Blvd., Chicago, Ill.

The Observance of Armistice Day

(Continued from page 15)

as a climax for the meeting. Rotary and Kiwanis clubs, labor organizations and fraternal societies will be found everywhere anxious to aid the great fraternity of militant veterans. Theatrical producers and managers will be glad to co-operate. They will be found willing to interpolate Armistice Day features in their regular programs. They can show war films and play war music. Armistice Day is one occasion when "The Star Spangled Banner" may be played in a theatre without cheapening the sentiment back of the song. Legionnaires may take precedent from the four-minute men of war days and explain to congregations of people everywhere the meaning of the day as well as the meaning of their organization.

The lighter activities of the day will do much to add precedents as well as pleasure in public consideration of Armistice Day. Dances, fireworks, community singing and other social en-

tertainments are widely planned for the evening of November 11th. Many posts are planning to hold pageants, such as the one prepared by Community Service. Original pageants also are planned. Athletics may have a place in the observance. Last year the Legion distributed Victory Medals to members, but more or less privately. This year, the Legion will have an opportunity for more formal conduct, and the Legion will conduct itself to the best advantage.

THE AMERICAN LEGION WEEKLY wants to know what your department or your post has evolved in the way of a new idea for the observance of the day. Do you think Armistice Day should be wholly a memorial day? Write the editor of your magazine about it. Keep your letter down to 250 words, but write it.

It is for The American Legion to show that Legionnaires have a day worth celebrating.

The Rural Road to a Career

(Continued from page 8)

would have 61,000,000 inhabitants.

Undoubtedly there are many splendid ways to construct new values through an outlay of capital and well-directed energy, but none of them appears to possess greater merit than this simple idea of gathering unused water that is now wastefully flowing into the ocean and diverting it to purposeful work in making our deserts bloom. When the people living in a county consisting almost entirely of irrigated land can afford one automobile to every six inhabitants, there is good reason to conclude that poverty is not a common condition.

In one Eastern State last year for every man who returned to farm life, seven left the farms for other employment. In another Eastern State last year when the prices for farm products were unusually high, a survey showed that the average return on the total investment in agriculture in the State was only seven percent. This drift from the farm to the cities and the low return on the money invested in farming will end when the people engaged in agriculture commence to introduce business methods into their work.

There is no doubt but that properly keeping farm accounts will improve the profits. Farming is a business and must be conducted in a businesslike manner. It involves the production and sale of commodities, just as does manufacturing. Many farmers owing to lack of proper records, do not know what returns they actually receive, nor how these compare with what they should receive for their work and the use of their capital. Keeping accounts of farm operations also aids credit at the bank. While an inventory is generally the first thing a banker asks for when making a loan, he also wants to know the sources of income.

A record kept of farm labor does not require much time, yet it is often the means of saving labor costs. The labor records should show just how much labor and team work is required on each crop and the time in the season

when it is used. They should show what proportion of the labor is devoted to work that produces an income, and the amount that is consumed by odd jobs or unproductive tasks. This will enable the farmer to determine the number of days of man and horse labor necessary to produce an acre of any crop, or the care of any class of animals for a year.

It is not expected that a farmer or his wife shall be an expert bookkeeper. Full details regarding the various phases of farm bookkeeping can be easily and promptly obtained by writing to the United States Department of Agriculture, Washington, D. C. It is foolish as well as a waste of time for any farmer in the United States to attempt to work out for himself all the details connected with the labor and expense of raising certain crops.

That young men can make good in farming when they have a fair opportunity is proved by the recent experiences of the men in Canada who took up government land and entered into an agricultural life. One report shows that 25,443 ex-service men settled on land under the new arrangement. The soldiers have been permitted to take up 160 acres in addition to the civilian rights of 160 acres. The government of Canada has advanced over \$80,000,000 for equipment and buildings in the form of a loan. The returned fighters broke nearly 200,000 acres of land in 1920, and it is expected that the end of 1921 will see 500,000 acres brought under cultivation. The veterans produced a total of nearly \$14,000,000 worth of main crops last year, adding to Canada's annual production more than 2,500,000 bushels of oats and more than 300,000 tons of hay. American boys can do as well if given an equal opportunity.

Young men considering farming as a vocation should remember that although the pay at first is small, the wages received on the farm are practically clear, as all living expenses are met by the employer. Many young men raised on farms have discovered recently that



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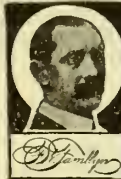
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Marvelous new model. Adds, Subtracts, Multiplies and Divides. Accurate, Speedy, Durable, Handsome in appearance. Does work of most expensive machine. 5-year guarantee. Used by U. S. Gov't and Largest Railroads. Be our exclusive representative. Territory going fast. Unlimited opportunity. Write today for details. CALCULATOR CORPORATION, Dept. L, Grand Rapids, Mich.

even with higher wages in the city, they could not cope with the extortionate city prices demanded for everything. One authority figures that from 1915 to 1920, the wage rate of farm labor advanced 115 percent. The rate of gain over 1895, when the average wage by the month without board was \$17.69, was 267 percent in 1920, when the average wage was \$64.95. An investigation shows that farm wages this year, as compared with last, have declined no less than 25 percent in the United States.

Let no one assume that there are only two classes of farmers—owners and the farm laborers. The young man with a proper training and experience can seek a position as a foreman, a farm manager or a county agricultural agent. Out of approximately 7,000,000 farms in this country, 65,000 of them are run by managers or superintendents.

Farm managers and superintendents ordinarily receive annually from \$1,000 to \$3,000, but on large estates their compensation frequently reaches \$5,000 a year. In addition, there are many perquisites, such as a dwelling, garden and truck land, fuel, and the privilege of keeping a cow, pigs and poultry. Farm foremen are generally paid from \$500 to \$1,200 with perquisites. Many progressive farm owners now arrange contracts assuring their foremen and managers a bonus if the year ends with satisfactory results. Two thousand dollars on a farm with perquisites often is better pay than \$5,000 in a city.

For the young man with capital who has decided to buy his own place and start in farming for himself, the first move is to determine what line of farming he plans to undertake. He should consider carefully his own section before setting out for distant territory. The climate must be studied. What is the length of period between frosts? What kind of schools has the community? How about the roads and the location of markets? Beware of the run-down place that will use up all available capital for repairs. It is a great advantage to obtain a farm already equipped with stock and tools. Don't be a one-crop farmer, which is only another way of saying, "Don't put all your eggs into one basket."

Increasing population and higher standards of living each year call for more and more foodstuffs and other farm products. The curse of farming in the past has been irregular, inadequate and unfair marketing methods for agricultural products. For years farmers generally have been underpaid for production, while consumers have had to pay exorbitantly for marketing service. For example, in Georgia last year watermelon-raisers received an average of 7.5 cents per melon; the freight rate on the railroad to Baltimore was 12.7 cents per melon. The consumer paid \$1 for each melon, which would show a marketing expense of 79.8 cents against a growing and transportation expense of 20.2 cents. It needs no argument in such a case to prove that the farmers failed to get a fair share of the wealth they produced.

This condition is being rapidly corrected by the well-directed cooperative efforts of our farmers in all parts of the country. The result will be a new era in farming and the business as a whole will tend to be far more profitable

S. O. S.

American Industry

Production must get down to bed rock efficiency to meet competition and the demands of today. Every scientific method, every bit of cost cutting equipment is being used in the nation's 300,000 factories—but it is not enough. They must have **trained managers**, men who understand men, material, equipment, **Industrial Engineers**.

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is being taught in a big, dignified, thorough way by the Industrial Extension Institute to thousands. They are the men who will handle the important executive work of production. Many of them already have increased their salaries from 200 to 400%, their earnings ranging from \$2000 to \$25,000 per year.

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(Amer. Legion Wkly., Oct. 21, 1921)



Have Warm Ears and a Stylish Cap!

You have long been wanting a warm, cozy ear-lap cap that has real class and style. Here it is. Turn the ear-laps in, and it's a handsome, stylish dress cap.

The Ideal Winter Cap

Turn them down, and you have a snugly fitting attractive winter cap. It's all wool, satin lined. Made out of the richest velvety Suedette cloth, in blue, brown, tan, olive and gray. It's the style on Michigan Boulevard and warm enough for the north pole. Get class as well as warmth in your winter cap.

Send No Money!

Just name and address, color and size wanted, and you get the cap immediately. Pay postman only \$2.15 plus postage. Satisfaction guaranteed or your money back. Order now and wear it next week.

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\$10,000 Positions

have come to men through writing to me. I have shown hundreds how to step out of the rut of small pay work to magnificent earnings. Charles Berry of Winterset, Iowa, formerly a farmhand, jumped to a position that pays him over \$1,000 a month. Warren Hartie of 4425 N. Robey St., Chicago, once a clerk in the railway mail service, is now in the \$10,000 a year class. These men discovered that the big money is in the selling end of business. Let me tell you how you too can quickly become a Master Salesman in your spare time at home and qualify for one of the big money positions in this fascinating field.

AMAZING PROOF SENT FREE

Our Free Employment Service helps you to a position. Amazing Free Book tells everything. Write for it today. Address J. E. Greenslade, President.

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50 YEARS IN BUSINESS TRAPPERS SUMMERFIELD has treated You square for 50 Years

50 years of square dealing have earned us the confidence of trappers all over America, Canada, and Alaska.

WE CHARGE NO COMMISSION
If fair honest grading, prompt returns and top market prices are what you want, you will make no mistake in shipping to the old reliable House of Summerfield.

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in the future than it has been in the past.

No longer is farming an isolated occupation in which each man must depend entirely upon himself. The members of our agricultural industry are now an organized unit—probably the most powerful unit in the United States to-day. Four farm organizations with their headquarters in Wash-

ington have a following of over 6,000,000 of the farm population of the country. In addition there are 1,761 agricultural associations of state scope, 261 national, and 143 inter-state. Let no one doubt that as a result of this united effort the future will disclose a much higher standard of living among our farmers and a business that will be both interesting and profitable.

"Say, Sailor, Have You Seen My Seabag?"

(Continued from page 7)

commander-in-chief, who directed that the vessels of his fleet would sound reveille at six and taps at ten.

The innovation was but one of many which Admiral Wilson put into effect while he commanded the Atlantic fleet all tending to render the sailor's life more normal and eliminate causes for vexation. During his command he gave special attention to recreation and athletics. Liberty is now granted more freely, and with fewer annoying restrictions; indeed, the crew's liberty party is the first to shove off upon arrival in port, the officers waiting until the men have got ashore.

But perhaps the most attractive change which the wartime sailor would find is the increase in pay. The hard-fought campaign for pay increases, which resulted in the act of May 18, 1920, was waged primarily in the interest of the sailormen, and in the outcome they fared exceedingly well. The base pay of the chief petty officer jumped to \$126 a month, with \$99 for acting appointment, while the first-class petty officer now draws more than the chief did in the war days. Similar advances were granted the lower grades, down to seaman second class. In the same law, Congress provided free transportation both for the families and the household goods of chief and first-class petty officers upon change of station. This has proved a great boon to married men; for not only has it saved them an enormous outlay, but it forced the Navy Department to adopt a policy, new to the American Navy, of assigning home yards and home ports to every ship. This policy has resulted in greater permanency for the older petty officers, for the heavy cost of government transportation of families and household effects has been a deterrent in ordering unnecessary transfers of petty officers.

Closely related to these items is the recent policy of the Department in fixing regular tours of shore duty for enlisted men, alternating with sea duty. This order gives men with the requisite sea service the right to a turn of duty on the beach, instead of obtaining it as a privilege which formerly was too often got by favoritism. Men are assigned ashore whenever practicable near their homes. The development of new branches in the Navy, such as photography, aviation, etc., has expanded the opportunities for shore billets by increasing the number of places where men are regularly employed.

Foreign cruises have been of more frequent occurrence; indeed, it has become the settled policy of the naval authorities to have two or three attractive cruises abroad every year. This is an important factor in the contentment of first-cruise men, for it is true that the chief incentive in bringing youngsters into the Navy is still the chance to see the world.

There has been a noticeable change in the sentiment of civilians toward men in naval uniform, albeit the glad welcome which bluejackets received during the emotional war days has become less exuberant. The improvement has been slow and gradual, and to draw a fair contrast, it would be necessary to go back a few years before we got into the fight. Whatever prejudice now exists against the bluejacket is principally due to the conduct of the irresponsible youngsters who go ashore in uniform.

Athletics have claimed more attention during the past two years than ever before in the Navy; the fleet tournaments broke all records, and were overtopped by the big inter-fleet matches at Balboa last winter. That these tournaments have become fixtures is the general belief among sport-lovers in the service. Funds aplenty are available for athletic gear and prizes. Congress, niggardly in all other respects with the Navy, dealt generously with the recreation and amusement of the men, granting all the money that was requested.

The Navy's educational system has undergone several transitions since Secretary Daniel's celebrated order of compulsory education some years ago. Shorn of its compulsory features, it has evolved into a plan of offering practical instruction within the scope of the sailors' own duties. The courses are framed with a view to aiding the sailor-student to advance within the service, and incidentally to return to civil life better equipped to earn a livelihood. Text-books and equipment are furnished without cost. These plans are entirely distinct from the system of trade schools which have done excellent work for many years, and which have not materially changed since the war, except to be thrown open to men in their first enlistments under certain conditions.

Much has been done for the tired sailorman; in fact, some grizzled old cynics say that the men are being coddled too much. The gobs assuredly do enjoy diversions that would have occasioned amazement a few years ago. Take the item of movies, for which the Navy has two enormous exchanges of its own, at Brooklyn and at San Francisco, which supply the latest thrillers to the ships of the fleets and the outlying possessions. Frequently crews of vessels lying in the vicinity of New York witness a showing of a new attraction even before it appears in the Broadway houses. Movie fans in Guam, Tutuila and the Virgin Islands and the leathernecks in the jungles of Santo Domingo are as familiar with the latest productions of Filmiland as those of us who stick around home, and they see the best productions without cost.

And if the gob is bored by movies he

has real music. The Navy band of yore was not much to brag about, and when the enforcement of the 100-percent American citizenship rule of a few years ago squeezed out the artistic Latins, there was very little real melody left, and no particular attention was given to the upbuilding of the musical organizations. But last year a plan was adopted of calling in the ships' bands, and under the direction of a trained band leader, they were reorganized, "balanced," and, after sufficient tryouts, returned to their ships. Particular attention is paid to orchestration, and as a result the evening concerts in the Navy now attract large and appreciative audiences.

As for food, there is of course a marked improvement over wartime, when the confusion and congestion prevented the best service. The sailorman feeds well and plentifully. About the only growl heard now is that the chow is not always served hot, but this complaint has been overcome in most ships. An experiment was made in the cafeteria system, but it did not work very well, and the later ships have reverted to the old system of mess tables, but with warming stations located conveniently to the messes, from which the men are served directly on the tables.

Reforms have been wrought in the legal rights of sailormen. Their interests are better safeguarded in court-martial trials, although this field still offers room for improvement. Of far-reaching importance is the liberal policy enunciated by the Judge Advocate General a few months ago in determining whether a disease or injury was incurred in line of duty, thus giving the injured man a compensatory status where in many instances it was formerly denied him or his family.

Thus we have a picture of the United States Navy of today—a Navy composed largely of newcomers, under less discipline than in former years, better paid and enjoying greater advantages than any Navy ever enjoyed before.

No More Quick-Lunch Naturalization

(Continued from page 11)

graduation for naturalization of the citizenship class. An elaborate ceremony was held in a local auditorium, followed by a reception in a school gymnasium at which each member of the class was presented with a copy of the Constitution of the United States.

To honor the new citizens just granted their naturalization papers in Ames, Iowa, members of The American Legion posts there placed an American flag in a large shield as the name of each new citizen was called, the flag being the symbol of the citizen. Together with the Legion, the G. A. R., city officials, and educators, held a further ceremony in the city park where addresses were delivered on citizenship in the United States and a patriotic song service was held.

Legionnaires and citizens of San Francisco also held a "New Voters Day" this year where persons who had just been admitted to citizenship were welcomed by the people of the city. Patriotic addresses were made by General Hunter Liggett, recently re-

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September 12, 1921.

The Commercial Art Studio Co.,
Cleveland, Ohio

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Corp. John J. Beran
Co. M, 109th Inf.
A. E. F.

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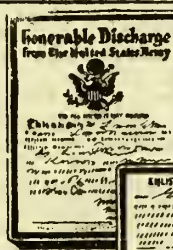
Very truly yours,
JOHN J. BERAN.
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Facsimile of this letter, in his own handwriting, with samples of his art work, sent upon request.

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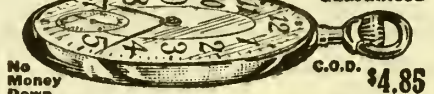


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tired Commanding Officer of the Ninth Army Corps Area, and others.

The Rotary Club of Elmira, N. Y., in which several Legionnaires are members, recently gave a dinner to which each member of the club brought one newly-naturalized citizen and told all present the name, occupation and a few other facts about his guest. In this way, the new citizens were not only made to feel welcome but were aided in making acquaintances. In this spirit of comradeship, members of the Women's Auxiliary in many places have sought out the wives, mothers, sisters and daughters of newly-made citizens and have helped them to solve the problems which they face in becoming a true part of American life.

Communications are coming in from all sections of the country which enthusiastically declare that the Legion is rendering another service to Americanism by arranging and taking part in such typical naturalization ceremonies as those already recorded. These ceremonies, the writers assert, make the new citizen feel more deeply the significance of becoming an American. The communications say also that the new citizen holds his citizenship cheap because of the slipshod manner in which he is allowed to enter upon it in some courts. One man who had just been naturalized in this perfunctory manner, described his reaction to the ceremony as "Kiss the Bible, and fifty cents." Such a reaction, however, is rapidly being eliminated by the sincere groups of Legionnaires throughout the whole country who are working for the good of America in times of peace as they fought for it in war.

Get your member
By November

How to Aid the Unemployed Veteran

(Continued from page 9)

This means that each Legionnaire who can shall take over an unemployed buddy and see that he has the necessities of life until a permanent job is secured. Impress him with the fact that this is his "individual obligation."

6. "All departments are urged to take such steps as will stop fake solicitors and those who are using service men to propagate various schemes imposing on the public.

7. "Each post shall have an active employment officer.

8. "It develops from the returns received that service men are not only being denied preference on public works but are being discriminated against on such enterprises in many parts of the country. This is contrary to the spirit of the country. The attention of public officers must be so forcibly called to it that the injustice will be corrected.

9. "It is urged that posts arrange to cooperate with the other welfare agencies in their communities.

"Let this be the Legion's message: "To the Public:—Hire the soldier. He may have been restless at one time but he is steady now.

"To Municipalities:—Start now public works which you may have planned to put off until spring.

"To the Soldier:—Don't float around—tie yourself down to a community and stick to your job when you get one."

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